

**Figure 1**

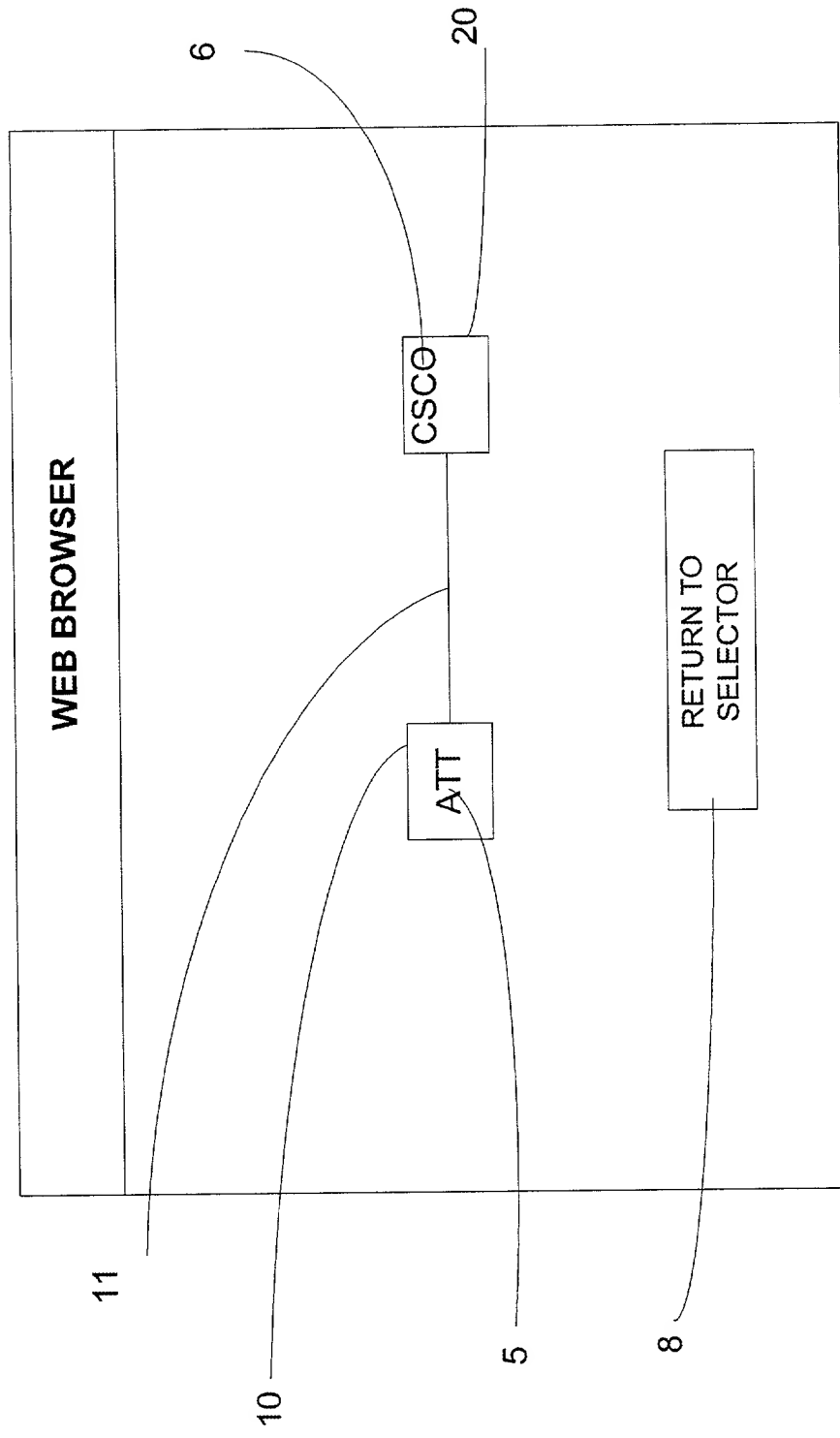


Figure 2

Pop up window with view also

WEB BROWSER

First Company: ATT ▼ 21

Second Company: LU ▼ 22

Show Relationship: Customer - Supplier ▼ 23

Additional Company: ▼ 9

VIEW 24    ADD TO VIEW 25    SAVE VIEW 26

**FIGURE 3**

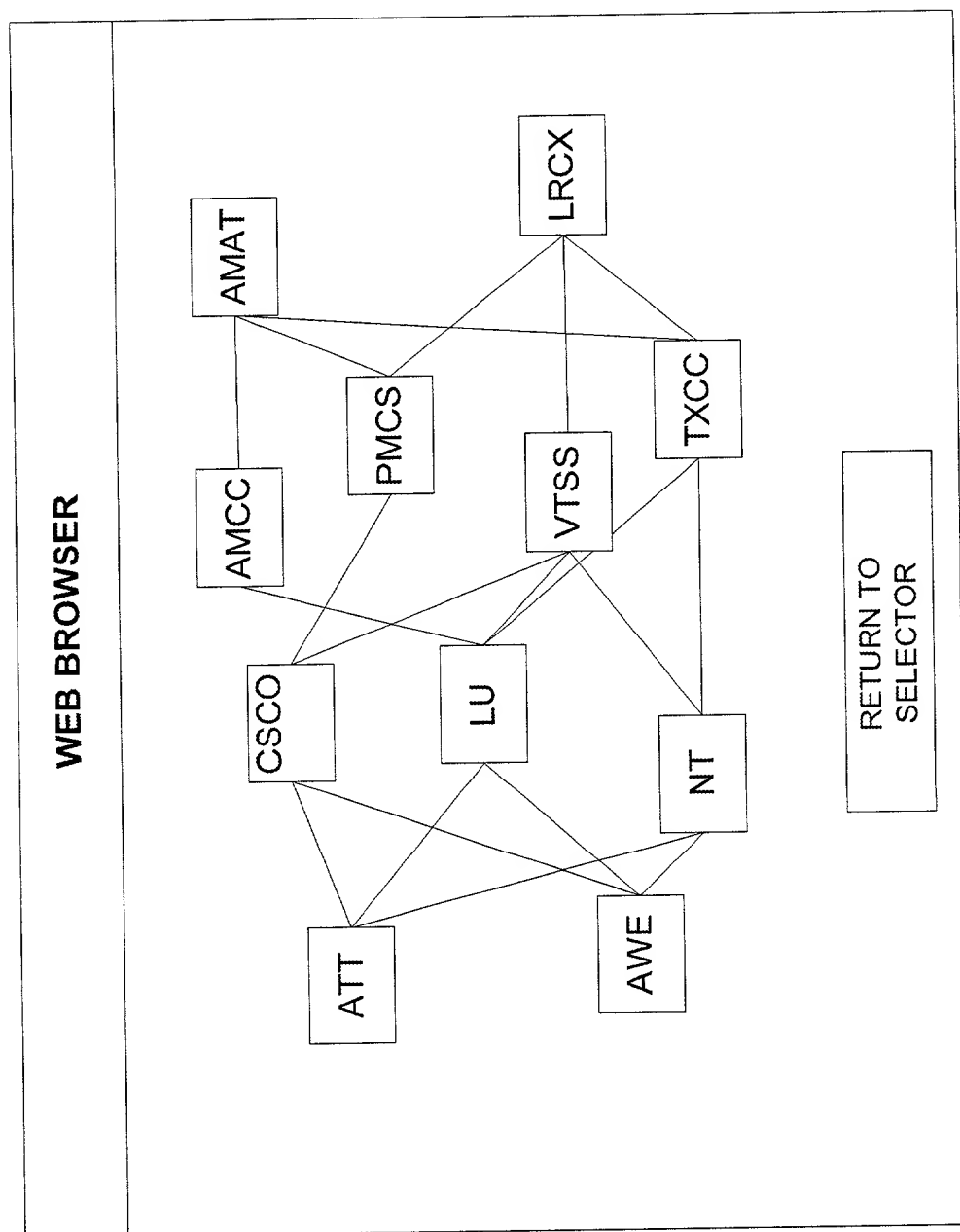


Figure 4

WEB BROWSER			
Companies - Sector:		Fortune 1000 - Telecom	▼
Companies - Individual		TXCC	▼
Show Relationship:		Customer - Supplier	▼
GroupBy:		Industry Segment	▼
Levels:	4	▼	Arrangement:
			Columns ▼
VIEW		ADD TO VIEW	
		SAVE VIEW	

**FIGURE 5**

# WEB BROWSER

FORTUNE 1000 - Telecom/ Group is Industry Segment in 4 Levels/ Arranged in Columns

31 SEGMENTS

32 COMPANIES

Telecom Service Providers Router and Switch Manufacturers Router and Switch Component Manufacturers

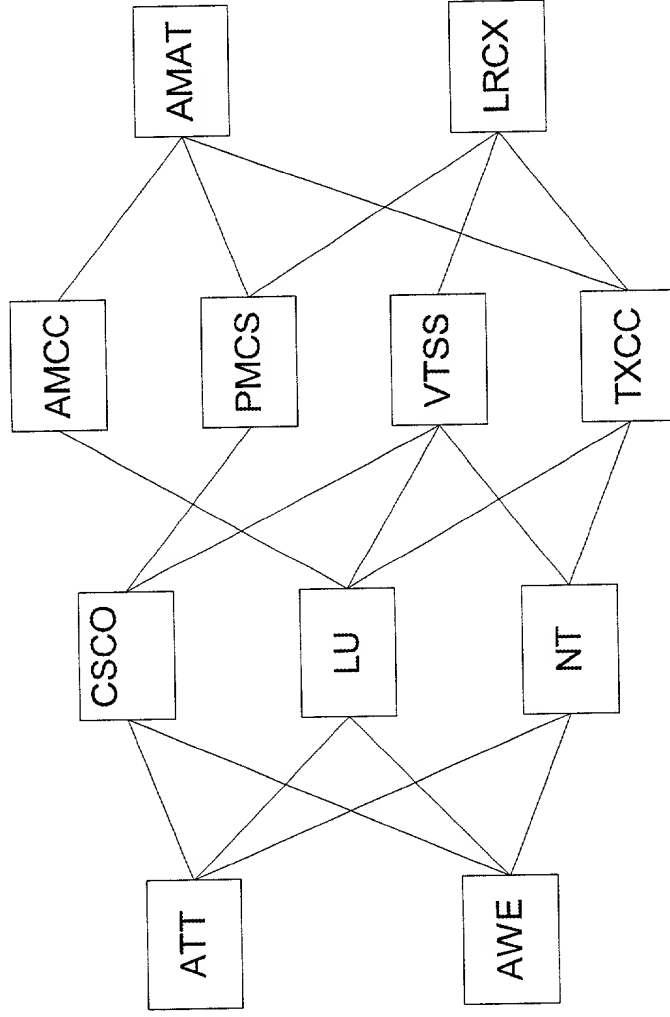


Figure 6

# WEB BROWSER

FORTUNE 1000 - Telecom/ Group is Industry Segment in 4 Levels/ Arranged in Columns

SEGMENTS

Telecom Service  
Providers

Router and Switch  
Manufacturers

Router and Switch  
Component  
Manufacturers

Router and Switch  
Component Machine  
Manufacturers

COMPANIES

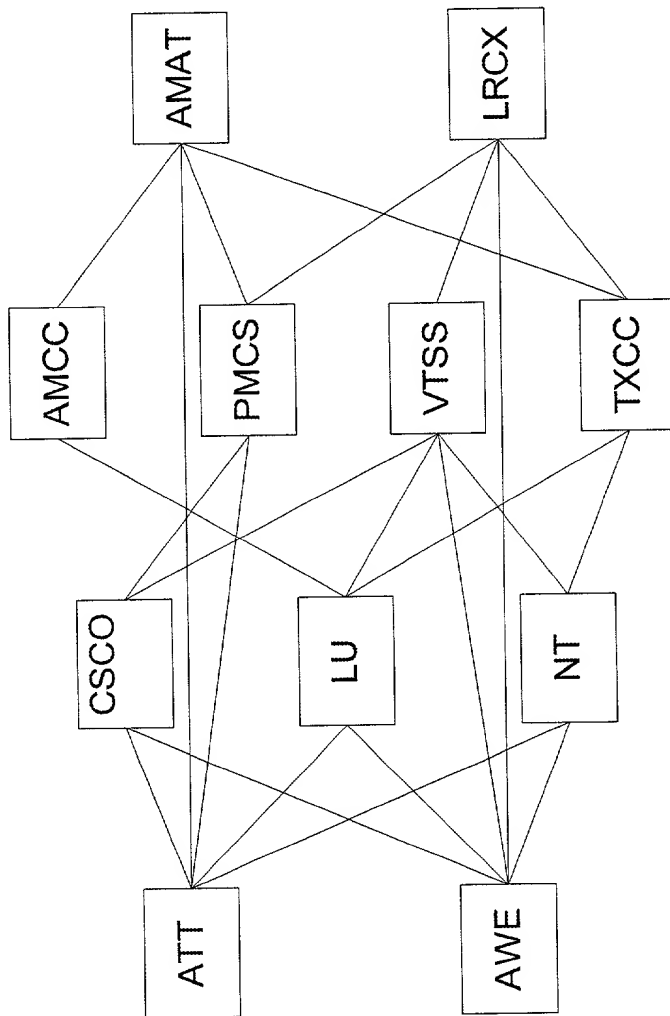


Figure 7

# WEB BROWSER

FORTUNE 1000 - Telecom/ Group is Industry Segment in 4 Levels/ Arranged in Columns/  
Relative Supplier Strength (in Quartiles) Shown

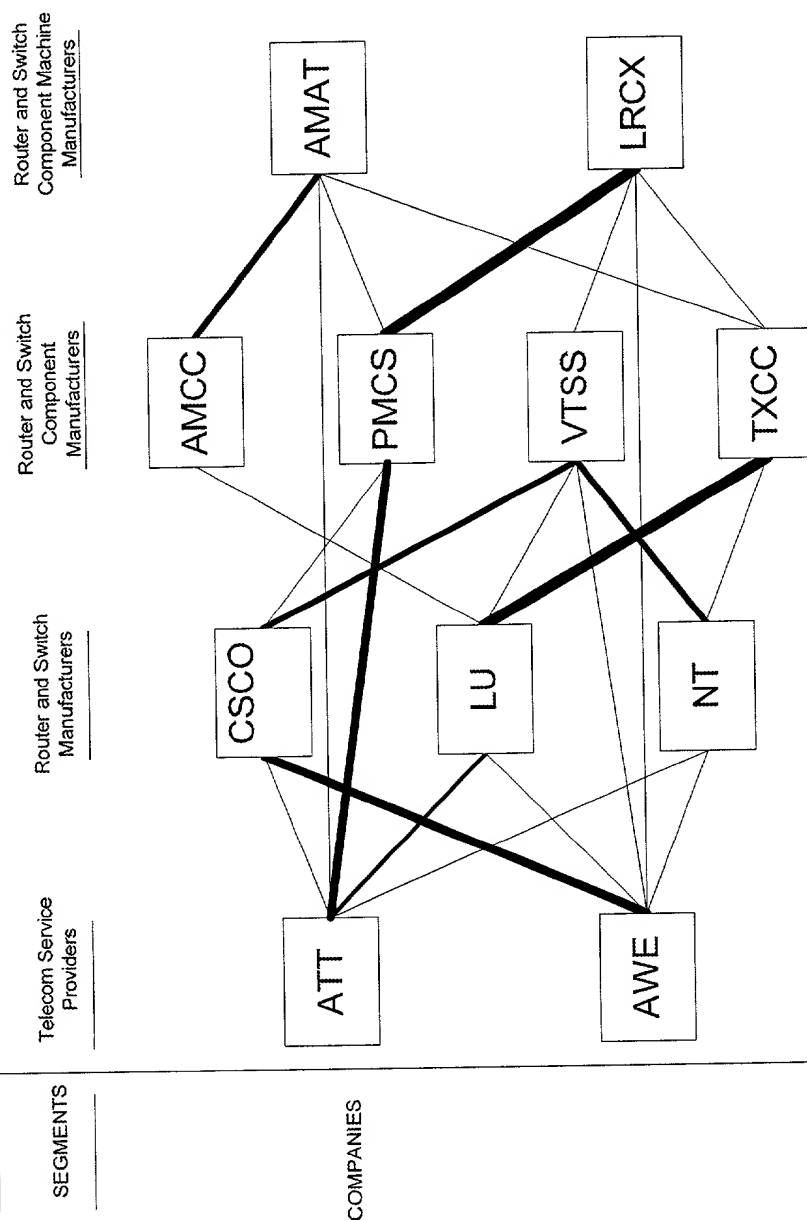


Figure 8



## WEB BROWSER

FORTUNE 1000 - Telecom/ Group is Industry Segment in 4 Levels/ Arranged in Columns/  
Relative Supplier Strength (in Quartiles) /Ownership /Relative Size (in Quartiles) Shown

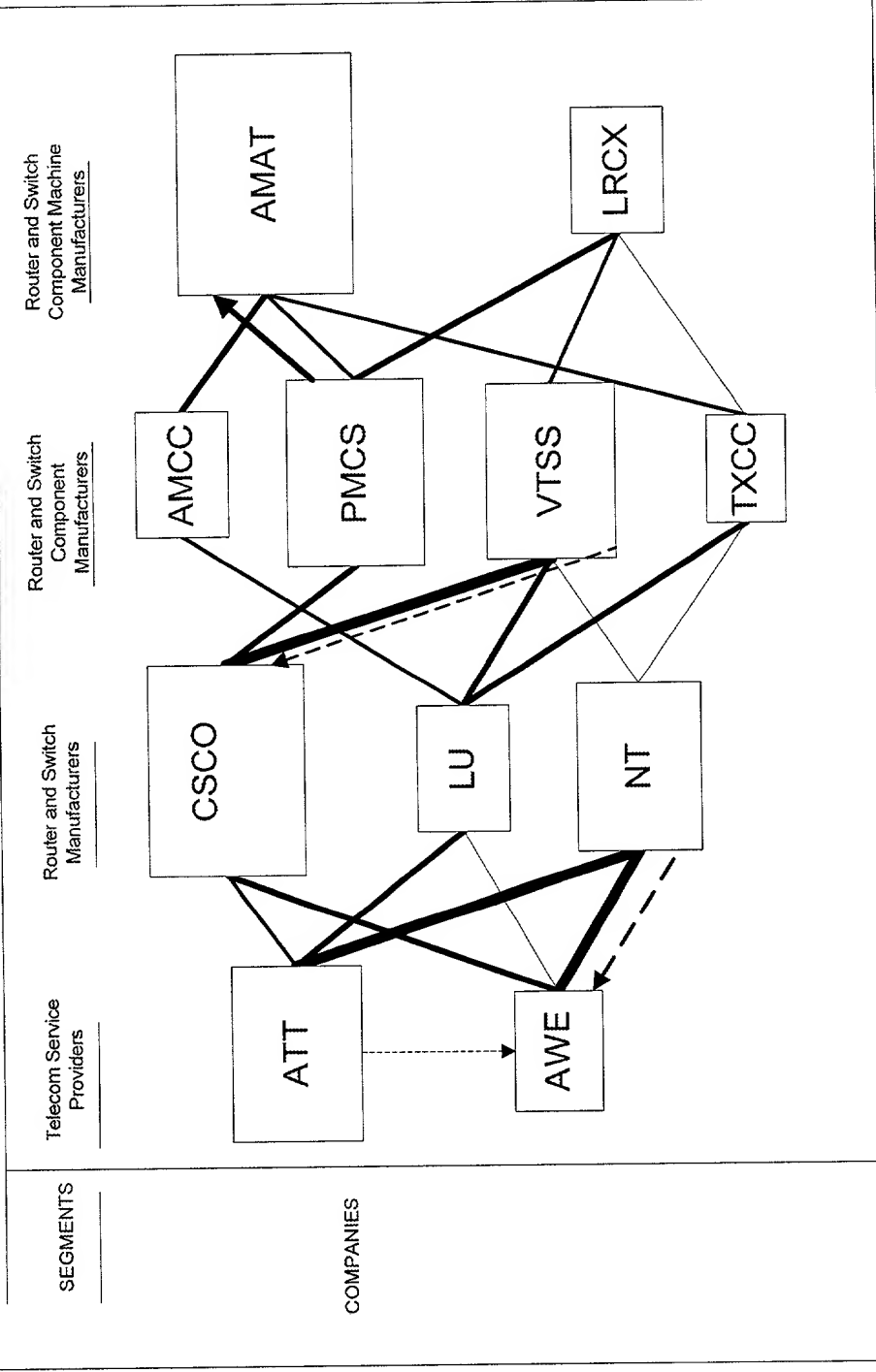


Figure 9

## WEB BROWSER

FORTUNE 1000 - Telecom/ Group is Industry Segment in 4 Levels (Line Pattern)/ Arranged in Map (U.S. BY Headquarters/ Relative Supplier Strength (in Quartiles) /Relative Size (in Quartiles)/Relative Profit Margin (in Quartiles) Shown

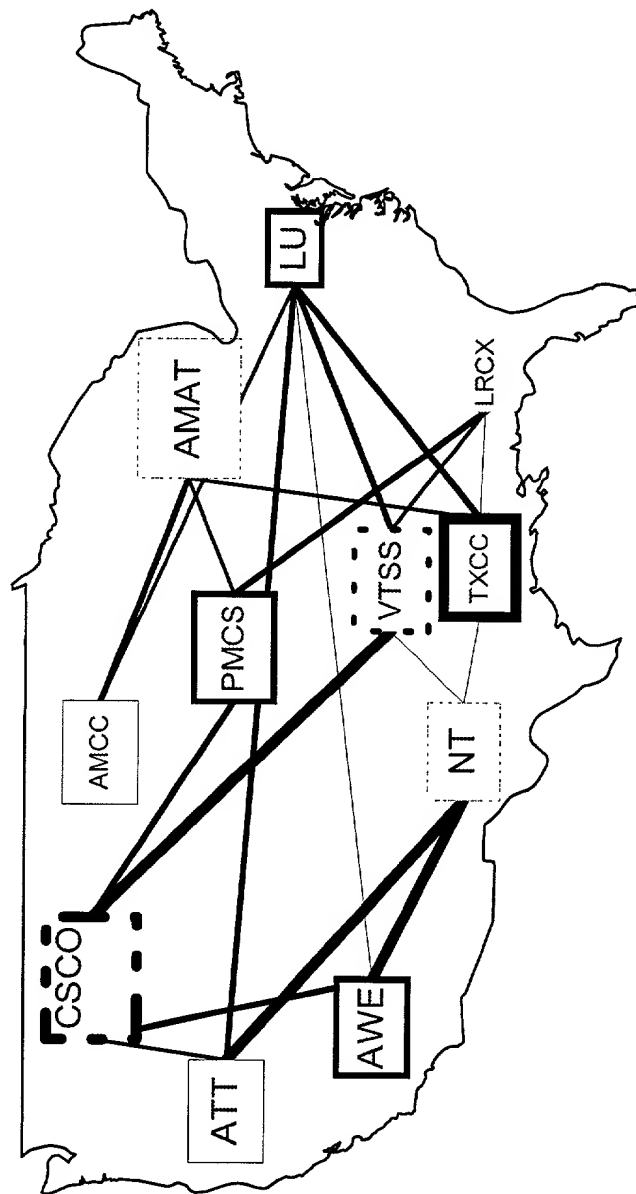


Figure 10

## WEB BROWSER

Company LU/Industry Segment is Fortune 1000 - Telecom/  
Customer/Supplier Strength (in Quartiles)

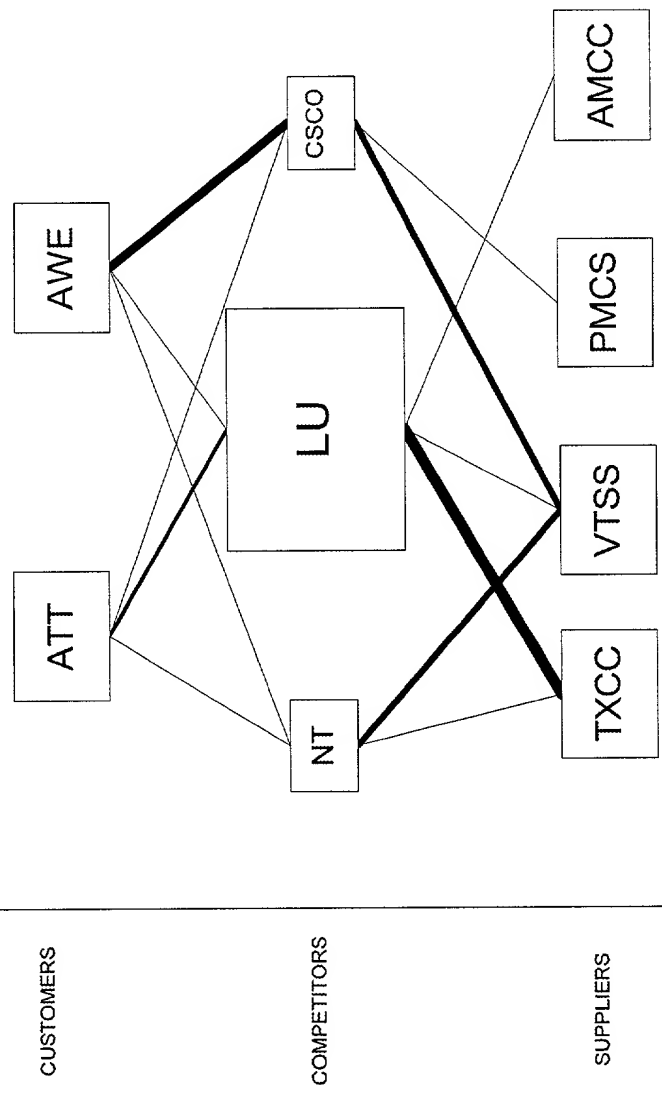


Figure 11

## WEB BROWSER

Company Comparison/Split Screen/LU and CSCO/  
Industry Segment is Fortune 1000 - Telecom/  
Customer/Supplier Strength (in-Quartiles)

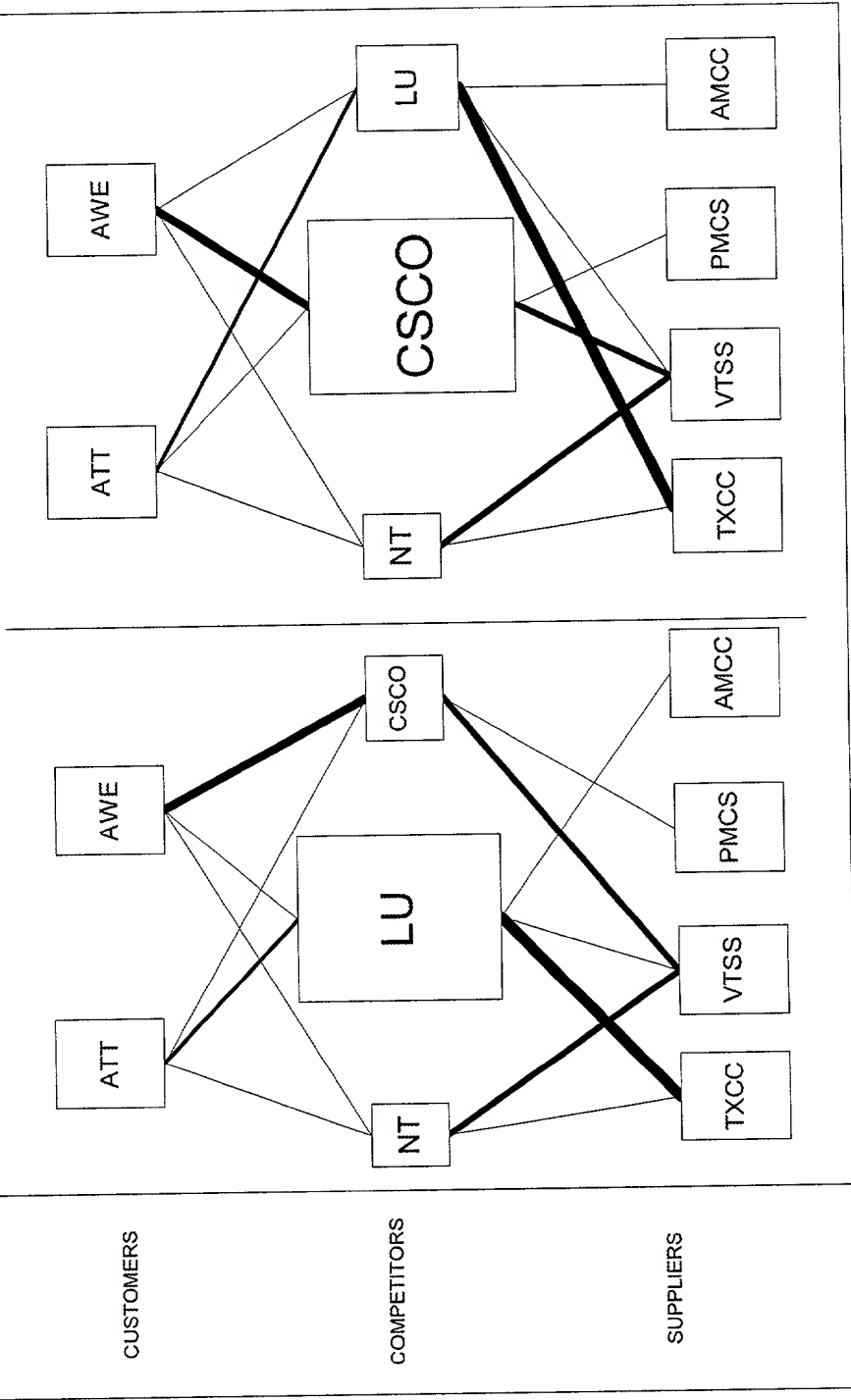
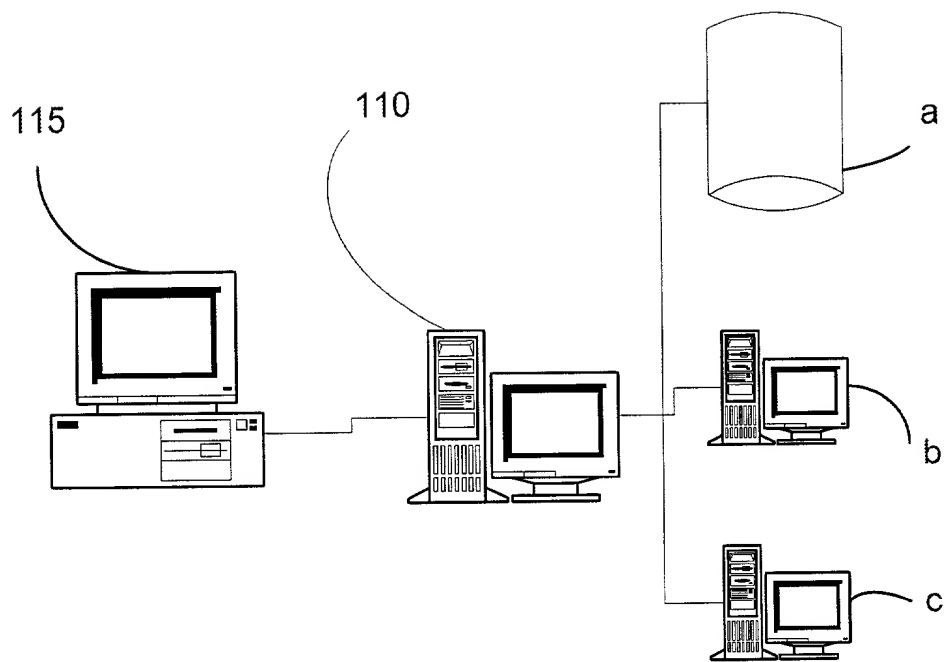


Figure 12



**Figure 13**